

Attachment U.S. SMALL BUSINESS ADMINISTRATION ON GRANTS.GOV INSTRUCTION PACKAGE

**Office of Veterans Business Development – Veteran Business Outreach Centers
(VBOC)**

Funding Opportunity Number: VBOC-2018-02

- This funding opportunity is open from 12-11-2017 through 1-2-2018

IMPORTANT

ALL APPLICATIONS MUST BE SUBMITTED ELECTRONICALLY via GRANTS.GOV.

**If your organization hasn't already done so, it must register with Grants.gov
before
Applying for this funding opportunity.**

**THE REGISTRATION PROCESS, WHICH MAY TAKE UP TO 1 - 2 WEEKS, MUST BE COMPLETED
TO SUBMIT AN APPLICATION ELECTRONICALLY.**

**IT IS STRONGLY SUGGESTED THAT YOU START THE REGISTRATION PROCESS
IMMEDIATELY.**

**If you experience any problems registering with Grants.gov,
call the Grants.gov Support Line at 1-800-518-4726.**

The hours of operation are Monday-Friday, 7 a.m. to 9 p.m., Eastern Standard Time.

1. Registering with Grants.gov

SBA requires the use of the Grants.gov website for submission of all grant application packages. If your organization hasn't already done so, it must register with Grants.gov before it can apply for this funding opportunity.

Registration creates a profile of basic information about your organization including the staff members who are authorized to submit applications on its behalf. These steps take a number of days, so please don't wait until the last minute if you have a deadline approaching! If you have problems registering with Grants.gov, call the help desk at 1-800-518-4726.

The checklist below has been designed to help guide you through the Grants.gov registration process. Complete instructions for registering with Grants.gov are located at www.Grants.gov.

A glossary of terms and links to important online resources follow the checklist.

What you need to do	Time it takes	Tips
<p>1. Find out your institution's DUNS number</p> <p>All institutions applying for federal grants are required to provide a DUNS number. The federal government has adopted the use of DUNS numbers to keep track of how federal grant money is dispersed.</p> <p>Ask your grant administrator or chief financial officer to provide your institution's DUNS number. Research universities and most colleges, independent libraries, and large organizations already have DUNS numbers.</p> <p>If your institution doesn't have a DUNS number, call the special Dun & Bradstreet hotline at 1-866-705-5711 to receive one free of charge.</p> <p>More information about DUNS numbers is available at http://fedgov.dnb.com/webform.</p>	<p>You will receive a DUNS number at the conclusion of the phone call.</p>	<p>Record and protect your DUNS number and have it available for quick reference in the following steps.</p>
<p>2. Register your institution with System of Award Management (SAM)</p> <p>SAM is a government-wide registry for organizations that seek grants from or otherwise do business with the federal government. SAM will house your organizational information, allowing Grants.gov to verify your identity and to pre-fill organizational information on your grant applications. Ask your chief financial officer, grant administrator, or authorizing official if your organization is already registered with SAM.</p> <p>Remember that registration with the System of Award Management must be confirmed each year for your Grants.gov registration to remain valid.</p> <p>If your organization is not registered, you can register online at www.sam.gov or apply by phone (1-866-606-8220).</p> <p>When your organization registers with SAM, you must designate:</p> <p>1) SAM Point of Contact (SAM POC). This individual is responsible for maintaining the accuracy and timeliness of the information in SAM's registry. Upon successful registration, SAM POC will receive a T-PIN (Trading Partner Identification Number) that will enable him or her to update your organization's SAM information as necessary.</p> <p>2) An Ebiz Point of Contact (Ebiz POC). This individual will have sole authority to designate the staff member(s) who can submit grant applications on your organization's behalf through Grants.gov. The same individual may serve as both SAM POC and as Ebiz POC.</p> <p>During registration, you also will be asked to designate a</p>	<p>This is the most cumbersome step. We recommend that you allow up to 3 days to gather information and prepare the application. After you submit your registration information, SAM will send an e-mail confirmation, generally on the same day.</p>	<p>The SAM site uses terminology that is more appropriate for profit-making organizations than for non-profits. Do not be confused by terms such as vendor, contractor, etc; just provide the requested information.</p> <p>Record and protect your T-PIN and M-PIN. Keep track of the staff designated as Points of Contact.</p>

<p>special password called a Marketing Partner ID or "M-PIN." This password will be used in Step 3 below.</p>		
<p>3. Register with Grants.gov</p> <p>Finally, your organization's AOR(s) must register with Grants.gov at http://www.grants.gov/web/grants/applicants/organization-registration.html.</p> <p>Registration creates an account on Grants.gov that enables you organization to name and confirm authorization from one or more AORs and then allow the AORs to submit applications on your organization's behalf.</p> <p>When an AOR registers with Grants.gov, the Ebiz POC for your organization will receive an e-mail notification. Your Ebiz POC must the logon to Grants.gov (using the DUNS number from Step 1 and the MPIN password from Step 2) and approve the AOR, thereby giving him or her permission to submit applications. When an Ebiz POC approves an AOR, Grants.gov will notify the AOR via e-mail.</p>	<p>Same day.</p> <p>AORs will receive usernames and passwords when they submit their information.</p> <p>AORs will receive usernames and passwords when they submit their information.</p>	<p>If you are uncertain about your organization's AOR, contact Grants.gov with your DUNS number and they can check for you.</p> <p>An organization does not need more than one AOR. While the AOR is the only one who can submit applications, others (e.g., project director, development director) can work on the proposal prior to submission.</p> <p>AORs should record and protect their UserIDs and passwords, and have them available for quick reference.</p>

Glossary

Authorized Organization Representative (AOR): A person authorized by your E-Business POC to submit applications to Grants.gov.

DUNS Number: DUNS stands for "data universal numbering system." DUNS numbers are issued by Dun and Bradstreet (D&B) and consist of nine digits. If your institution

Useful links and resources

DUNS Number information:
<http://fedgov.dnb.com/webform>

M-Pin: Password used by your Ebiz POC to designate which staff members can submit applications to Grants.gov.

System of Award Management (SAM): Institutions receiving any type of award from the federal government must register with SAM.

does not have one, call 1-866-705-5711 to receive one free of charge.

E-Business Point of Contact (Ebiz POC): Person who will designate which staff members can submit applications through Grants.gov. When you register with CCR, your institution will be asked to designate an Ebiz POC.

Useful Links and Resources

DUNS Number information: <http://fedgov.dnb.com/webform>

System for Award Management (SAM): <http://www.SAM.gov>

Register with Grants.gov: <http://www.grants.gov/web/grants/applicants/organization-registration.html>

Grants.gov website: <http://www.grants.gov>

Grants.gov e-mail: support@grants.gov

Grants.gov Support Line: 1-800-518-4726

2. Accessing & Submitting Required Forms on GRANTS.GOV

This section provides the guidelines and instructions for the forms that are required for the grant program to which you are applying. These forms must be completed to submit your application. They can be found on SBA's web site <https://www.sba.gov/offices/headquarters/ovbd/resources> and on www.grants.gov. They should be downloaded onto the computer, saved as a file and submitted as an attachment.

Grants.gov Tip: As you complete each form on grants.gov, scroll to the bottom of each page to look for Save, Next or Submit commands.

To apply for this funding opportunity, the forms listed below must be submitted through Grants.gov:

- ☐ **SF-424, Application for Federal Assistance** - this form asks for basic information about your organization. This form can be retrieved from www.grants.gov.
- ☐ **SF-424(a), Budget Information** - this form is the applicant's estimate of the total cost of performing the project or activity for the upcoming program year of this proposal. This form can be retrieved from www.grants.gov.

All proposed costs reflected in the budget must be necessary to the project, reasonable and otherwise allowable under applicable cost principles and Agency policies.

- ☐ **SBA Attachment Form** - when you open the SBA Attachment Form, you will find 15 attachment buttons, labeled "Attachment 1" through "Attachment 15." By clicking on a button, you will be able to choose the file from your computer that you wish to attach.

Please attach the proper file to the proper button as listed below. Please note that additional documents can be put in a zip file and submitted as an attachment.

- ☐ **ATTACHMENT 1 - List of Attachments**

Create a list outlining all attachments. This will assist SBA in verifying all attachments were received. Name this document: List of Attachments.

☐ **ATTACHMENT 2 - A-9 thru A-12 Budget Detail Worksheet, with narrative justification, for Twelve Month Budget Period**

Name this document: A9-A12 Budget.

IRS Letter awarding Non-profit status to the organization or Institution

Template provided by SBA. [OVBD Forms and Worksheets](#)

☐ **ATTACHMENT 3 – Technical Proposal**

Attach all documents comprising your Technical Proposal, as outlined below. Name this document: Technical Proposal.

Your Technical Proposal should consist of:

- ☐ Resumes and position descriptions for all key personnel; **Key personnel includes anyone in a management position (e.g., a director or supervisor) or any individual whose job is "vital" to the performance of the project (e.g., a TA provider). Names and position titles are required for all employees being paid from grant funds, regardless of whether those employees are considered key personnel.**
- ☐ List of Contractors/Consultants
- ☐ **Copies of Contractual/Consultant Agreements (Agreement Over \$3,001 are not required to be competitive bids)**
- ☐ CFO Certification - Name this document CFO Cert.

Certification statement from a staff person or outside entity with the financial expertise to certify that the organization has an internal financial management system that meets the standards prescribed in **2 C.F.R. 200.302**.

- ☐ Copy of Most Recent Audit (No older than one year from the current date) Report or link to website where the audit report can be located. Name this document: Audit.
- ☐ **NOTE: Include the technical proposal as an attachment only if the Agency requests and identify changes to be made to this document.**

Use this link for a listing of forms and worksheets: [OVBD Forms and Worksheets](#)

☐ **ATTACHMENT4 – ACH Vendor Form SF-3881**

Name this document: ACH. <https://www.sba.gov/offices/headquarters/ovbd/resources/758162>

☐ **ATTACHMENT 5 – Indirect Cost Rate Proposal from Cognizant Agency (if applicable) – Applicant must submit current approved rate**

If the Applicant does not have such an agreement, the applicant may negotiate a proposed indirect cost rate in accordance with the procedures set forth in the applicable cost principles set forth in the New Omnibus Super Circular, or may accept the 10 percent de minimis rate.

☐ **ATTACHMENT 6 - Copy of the Applicant's Cost Policy Statement**

The cost policy statement must describe all accounting policies and narrate in detail your proposed cost allocation plan. This plan must identify the procedures used to identify, measure, and allocate all costs to each benefiting activity. This policy should be signed by an authorized official. Name this document: Cost Policy.

☐ ATTACHMENT 7 – Additional Files

Include the SF-424B – Assurances Non-Construction Programs, Drug Free Workplace Certification, and Disclosure of Lobbying Activities.

After you submit your electronic application to Grants.gov, you will be assigned a Grants.gov tracking number on the screen. It will also be e-mailed to your AOR.

For additional help on how to use Grants.gov, you can send an e-mail to the Grants.gov helpdesk at support@grants.gov or call 1-800-518-4726.

For specific questions regarding this funding opportunity you should contact or email janet.moorman@sba.gov

[OVBD Forms and Worksheets](#)

NOTE: To save your documents as PDFs, you will need to use PDF generator software.

This first year Option Year funding opportunity is for current Veteran Business Outreach Center (VBOC) in Sacramento, CA only.

This opportunity is open from December 11 through January 2, 2018.

The sam.gov website doesn't support Internet Explorer versions lower than IE11. This Option Year award will be for four months only.